

Message Text

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ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 AID-05 AF-06 /031 W

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R 260935Z FEB 76

FM AMEMBASSY ROME

TO AMEMBASSY LAGOS

INFO SECSTATE WASHDC 5966

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STATE FOR USDOC

E.O. 11652: N/A

TAGS: BEXP, IT, NI

SUBJECT: NIGERIAN RAILROAD CONSTRUCTION PROJECT

1. EMBOFF DISCUSSED FEBRUARY 24 WITH ITALCONSULT OFFICIAL, PRE-QUALIFYING PHASE OF BIDDING PROCESS FOR CONSTRUCTION OF 200 KMS OF STANDARD EUROPEAN GAUGE RAILROAD AND CONVERSION OF 3300 KMS OF EXISTING NARROW GAUGE RAILROAD. ITALIAN FIRM ACTING AS CONSULTANT TO GON ON PROJECT.

2. OF NINETY-FIVE CONSORTIUMS SUBMITTING QUALIFICATION REQUESTS, FOUR WERE U.S. OF THESE ONLY TWO ARE POTENTIALLY QUALIFIABLE. EVEN THESE, HOWEVER, HAVE NOT SUBMITTED SATISFACTORY DOCUMENTATION. THE FIRMS ARE MULTI-SYSTEM INT'L, P.O. BOX 1506, TWIN CITIES INT'L AIRPORT, ST. PAUL, MINNESOTA; (DOYLE W. BREWINGTON, PRESIDENT); RAILROAD BUILDERS INC. 1601 NASSAU AVE., ENGLEWOOD, COLORADO (KENNETH J. CHIDO, PRESIDENT).

3. ITALCONSULT BENDING RULES TO SAY THE LEAST IN DISCUSSING MATTER WITH EMBASSY BUT SINCE ALL COMMUNICATIONS BETWEEN ROME AND LAGOS BLOCKED SINCE ATTEMPTED COUP, ACCORDING ITALCONSULT, IT SUGGESTS FIRMS MAY WISH TRANSMIT FURTHER SUPPORTING DOCUMENTATION DIRECTLY TO ITALCONSULT, VIA GIORGIONE 163, ROME, TO REPLACE OR SUPPLEMENT THAT ALREADY SENT TO LAGOS.

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4. EMBASSY HAS NO INFORMATION ON THIS PROJECT AND WAS UN-

ABLE GET PRECISE DESCRIPTION OF WORK AND AMOUNTS OF MONEY INVOLVED. FROM OUR BRIEF APPRAISAL, U.S. SUBMISSIONS DID NOT APPEAR TO BE SERIOUS AND REASONS FOR ITALCONSULT'S RESERVATIONS SEEM CLEAR. ON THE OTHER HAND, ITALCONSULT MAY WELL BE MAKING THIS GRATUITOUS GESTURE TOWARD U.S. FIRMS BECAUSE IT WOULD FEEL MORE COMFORTABLE WITH A U.S. PRESENCE IN FINAL BIDDING ROUND.

5. WE DISINCLINED TO GET INVOLVED IN THIS ONE BUT PASS IT ON TO YOU FOR WHAT IT IS WORTH. WE OBVIOUSLY DEFER TO YOU ON APPROPRIATE ACTION RECOMMENDATIONS. PLEASE RESPECT CONFIDENTIALITY OF ITALCONSULT'S GESTURE. VOLPE

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Margaret P. Grafeld
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